

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 AGR-20 CIAE-00 INR-10

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FM AMCONSUL PARAMARIBO

TO SECSTATE ASHDC 1517

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EO 11652: N/A

TAGS: BEXP

SUBJ: FY 1974 COMMERCIAL PROGRAM

REF: STATE 234462

1. GIVEN THE SIZE OF THIS POST AND THE MANPOWER RESOURCES OF THE ECON/COMMERICAL SECTION (CURRENTLY ONE FOREIGN SERVICE LOCAL) POST MAY EXPERIENCE SOME DIFFICULTY ACCOMPLISHING THE KIND OF PROGRAM WHICH IS POSTULATED BY REFTEL. IN ADDITION, THERE IS STILL NO CLEAR IDEA WHAT WILL BE THE COMMERICAL POLICY OF THE NEW GOVERNMENT OF SURINAM, WHICH IS STILL IN PROCESS OF FORMATION. SOME OBSERVERS BELIEVE THAT NEW GOS MAY ADOPT A POLICY OF IMPORT RESTRICTIONS AND EMBARGOS, SIMILAR TO THAT FOLLOWED BY NEXT DOOR GUYANA, IN ORDER TO INCREASE EMPLOYMENT AND CONSERVE FOREIGN EXCHANGE. IF SO, THIS WOULD PROBABLY REQUIRE A REORDERING OF PRIORITIES AND A REALLOCATION OF RESOURCES AVAILABLE TO THE COMMERICAL PROGRAM. THE FOLLOWING PROGRAM, THEREFORE, REPRESENTS WHAT MIGHT BE ACCOMPLISHED UNDER OPTIMUM CONDITIONS.

2. COMMERICAL ACTION PROGRAM SURINAM.

(A) OBJECTIVE ONE: INCREASE U.S. SALES OF HEAVY EQUIPMENT.

ACTION ONE: BY JANUARY 31 ALERT DISTRIBUTORS OF U.S. HARVESTING MACHINERY TO DEVELOPING OPPORTUNITIES IN NICKERIE AREA.

ACTION TWO: BY FEBRUARY 28 CONTACT ROAD CONSTRUCTION CONTRACTORS WHO POTENTIAL BUYERS OF EARTH MOVING EQUIPMENT AND ALERT THEM

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TO ADVANTAGES OF BUYING U.S. EQUIPMENT.

(B) OBJECTIVE TWO: INCREASE U.S. SALES OF AGRICULTURAL EQUIPMENT. ACTION ONE: BY APRIL 1 ALERT MAJOR RICE FARMERS BY PERSONAL AND MAIL CONTACTS TO THE AVAILABILITY AND ADVANTAGES OF U.S. MILLING EQUIPMENT. ACTION TWO: CONTACT LOCAL BANKS TO URGE SPEEDIER FINANCING OF U.S. AGRICULTURAL EQUIPMENT. ACTION THREE: ASSIGN FSL TO KEEP ABREAST OF PLANS BY GOS FOR LARGE SCALE AGRICULTURAL PROJECTS IN NICKERIE AREA.

(C) OBJECTIVE THREE: INCREASE SALE OF RAILROAD EQUIPMENT, ROLLING STOCK AND TRACKS. ACTION ONE: ALERT GOS TO THE AVAILABILITY AND ADVANTAGES OF RAILWAY EQUIPMENT, ROLLING STOCK, TRACKS AND CARS. ACTION TWO: CONTACT MINISTRY OF DEVELOPMENT WITH REGARD TO TENDERS. ACTION THREE: ASSIGN FSL TO KEEP ABREAST OF PLANS BY GOS FOR THE DEVELOPMENT OF WESTERN SURINAM.

(D) OBJECTIVE FOUR: REALLOCATE POST'S RESOURCES. ACTION ONE: REVIEW POST'S CERP REQUIREMENTS AND BY DECEMBER 31 SUBMIT RECOMMENDATIONS TO WASHINGTON FOR ELIMINATION OF ANY CERP REPORTS FOR WHICH RESOURCES COULD BETTER BE USED FOR COMMERCIAL PROMOTION.

JOHNSTON

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